Preparing for Private Sector Careers

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Maggie Dias has a B.A. in business management from Lynn University. For the last 31 years, she has been selling laboratory supplies to scientists working in industries and at universities. She has worked at Fisher Scientific for over 20 years, the last 9 of which have been in sales management. She currently manages sales representatives that service accounts throughout the states of Virginia and Maryland and the Federal Government in the Washington, DC area.

In order to maximize her productivity, she built relationships across Fisher Scientific. These relationships helped her coordinate the start-up of three biomedical institutes in Florida: Scripps, Burnham and VGTI. Additionally, she has trained sales management and sales representatives located in Spain and Portugal, utilizing her fluency in Spanish and Portuguese.

Maggie will be discussing the following topics:

- Transitioning from academic research to industry
- Workplace expectations
- Transitioning from bench to industry and how to manage the process
- Benefits and opportunities that lie outside of traditional job roles for scientists—R&D, scientific support or sales/marketing
- Main differences for an academic postdoc coming to industry
- Specific company culture and insight into day-to-day responsibilities